

Message Text

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PAGE 01 SEOUL 02160 171039Z
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W
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R 170753Z MAR 78
FM AMEMBASSY SEOUL
TO USDOC WASHDC
INFO SECSTATE WASHDC 9896

UNCLAS SEOUL 2160

E.O. 11652: N/A
TAGS: BEXP, KS
SUBJECT: OLYMPIC CONTAINER CORP.

REF: USDOC 5011, USDOC 3658

1. EMBASSY HAS BEEN IN CONTACT WITH MCI ON SEVERAL OCCASIONS WITH RESPECT OLYMPIC PROPOSAL, AS WELL AS WITH POTENTIAL IMPORTERS/LICENSEES. MCI RATHER UNUSUALLY HAS ALSO CONTACTED LATTER BUT, AS NOTED IN MCI FEB. 24 LETTER TO BALLARD, SENT AT EMBASSY'S URGING, WOULD PREFER HE MAKE DIRECT CONTACT WITH COMPANIES INVOLVED.

2. TWO COMPANIES (SAEHAN AND DONG-A) STATE THEY HAVE REQUESTED DRAWINGS ON OLYMPIC CONTAINER CHASSIS, CONSIDERING "SKETCHES" RECEIVED FROM BALLARD INSUFFICIENT FOR PROPER EVALUATION, BUT HAVE NOT RECEIVED RESPONSES. AT LEASE ONE COMPANY MAINTAINS IT HAS ALSO REQUESTED COPY OF OLYMPIC COMPANY BROCHURE OR OTHER EVIDENCE OF COMPANY BONA FIDES, BUTLTHIS HAS NOT BEEN FORTHCOMING. IT IS OUR FEELINGS THAT BOTH ROKG AND KOREAN COMPANIES WOULD FEEL MORE COMFORTABLE DEALING IN PERSON WITH OLYMPIC, OR A LOCAL REPRESENTATIVE, RATHER THAN THROUGH CORRESPONDENCE, AND WOULD LIKE TO KNOW MORE ABOUT COM-6.

3. WITH RESPECT TO REDUCED RESTRICTIONS ON IMPORT OF TRAILER/ CHASSIS PARTS (REFTEL A), IMPORTS COVERED BY BTN 8714
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(VHICLES, INCLUDING TRAILERS, AND PARTS) HAD, UNTIL JAN. 1, 1978, BEEN COVERED BY RATHER COMPLEX "EXPORT/IMPORT LINK SYSTEM", UNDER WHICH DESIGNATED EXPORTERS WERE PERMITTED EXCLUSIVE RIGHT OF IMPORT OF ATTRACTIVE LINK ITEMS IN ORDER TO ENCOURAGE EXPORTS. IN THE CASE OF ITEMS UNDER BTN NO. 8714 (VEHICLES AND TRAILERS, AND PARTS) SUCH IMPORTERS WERE PERMITTED TO IMPORT ONLY UP TO 50 PERCENT OF TOTAL EXPORT VALUE OF TRAILERS AND

CONTAINER CHASSIS. THE CURRENT SEMI-ANNUAL TRADE PLAN ABOLISHED EXPORT/IMPORT LINK SYSTEM. THUS, WHILE IMPORT OF TRAILERS AND PARTS IS STILL RESTRICTED, IN THE SENSE THAT THEIR IMPORT STILL REQUIRES PRIOR APPROVAL OF THE KOREAN AUTOMOBILE INDUSTRY COOPERATIVE, THEY HAVE BEEN LIBERALIZED TO THE EXTENT THAT THE GOVERNMENT'S DIRECT INVOLVEMENT IN THE SYSTEM HAS BEEN ELIMINATED.

4. KOREA'S TARIFF TABLE HAS A 60 PERCENT RATE FOR TRAILERS FOR TRANSPORT OF GOODS, AND 40 PERCENT FOR TRAILER PARTS.

5. EMBASSY EXPECTS TO MEET THIS WEEKEND WITH ANOTHER IF APPROPRIATE, WILL REPORT RESULTS. EMBASSY IS ALSO WRITING DIRECTLY TO OLYMPIC.

SNEIDER

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Message Attributes

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